**Responses to Questions Related to the Request for Proposals (RFP) for the
Turnaround Specialist Program for Virginia School Leaders
RFP #TSP-2004-02**

As of March 12, 2004

1. **Is the scope of work for this RFP (TSP-2004-02) different from the scope of work for
    the RFP (TSP-2004-01) that was issued in January?**

    Yes. The primary differences are:
    a. the opportunity for vendors to bid on individual components of the RFP rather than on
        the entire package as one entity
    b. the requirement that the training be able to be delivered in an asynchronous manner in
        order to accommodate participants who may enter the program at different times
    c. the collapsing of all the selection processes into one component
    d. the removal of cost options such that all the components are part of the basic RFP package
    e. the schedule of deliverables.

2. **Can a vendor bid on just one course for the training?**

    The development of the training curriculum and the delivery of the training are two separate
    components of the RFP package. If the entire proposed training curriculum consists of only
    one course, a vendor could present that offer. If a vendor wishes to bid on delivery of the
    training, that too should be for delivery of the entire training, not just one aspect.

3. **Can a list of interested vendors be shared so they might collaborate to bid on some or
    all of the RFP in a consolidated effort?**

    No. Procurement regulations do not permit that information to be shared.

4. **What is the period of performance on the RFP?**

    The end date of the contract has not been determined because it will depend on whether the
    vendor is bidding on only one component (such as curriculum development) or the whole
    package. The project schedule on page 9 of the RFP should be a basis for setting a proposed
    contract period or period of performance.

5. **Please explain why the VDOE's expects the training to be offered to participants
    throughout the year. Is there an expectation that there will be multiple cohorts in any
    year? How often does the VDOE expect that the same training and support should be
    available in a given year? And for how many participants at a given time?**

    The requirement for asynchronous training stems from the fact that there is not likely to be a
    complete cohort of participants ready to start training at one time, i.e., training needs to begin
    quickly for the participants who have been identified. Also, the nature of the project may
    mean that trained specialists will be needed at various times throughout the year. So there
    might not be "multiple cohorts," but rather "individualized" training or "small group"
    training.